



IDU's Loan Indemnification Protection FLEXIBLE, High Limit Disability Insurance



Frequently, domestic carriers decline or limit their loan coverages based on medical history, occupation, ownership percent, and organization size. At IDU, we approach these risks differently by offering a wide range of flexible product designs. With the ability to protect up to 100% of the loan including interest charges, our Loan Indemnification product protects individuals and businesses from defaulting on their obligations in the event the payor suffers a disability.

Product Details:

- Aggregate limits of **\$50M** and higher
- **Monthly issue limits of \$250K+ per month**
- Policy Terms: 1 to 5 years
- Benefit Periods: 12 to 120 months
- Elimination Periods: 90 to 730 days
- Own Occupation Definition of Disability
- Waiver of premium
- Personal or third-party policy ownership
- Benefits structured to mirror loan payments
- Named beneficiary can be lender or collaterally assigned
- Unemployment coverage
- **NO MEDICAL EXAMS!**



Domestic Shortfalls:

- Benefit limits
- Pre-existing medical conditions
- Ages 60 and above
- Inflexible benefit structures
- Untraditional loan agreements
- Occupational restrictions



Target Markets:

- Small & family owned businesses
- Non-traditional lending agencies
- Banks & lending institutions
- General business owners
- Private practices

Sales Opportunity

Many companies and private practices have multiple owners responsible for a portion of a total business loan obligation. When helping these clients obtain Loan Indemnification coverage on groups of 3 or more, consider utilizing IDU's Guaranteed Standard Issue (GSI) program. Simplifying the underwriting process allows you to offer this valuable business loan coverage to a select group of clients quickly and with confidence.